



## **Director of Real Estate Development**

**Location:** Cleveland, OH

**Organization:** Famicos Foundation

### **About Us**

Famicos Foundation is a Cleveland-based nonprofit dedicated to neighborhood revitalization, affordable housing, and community services. Our mission is to create vibrant, diverse, and sustainable neighborhoods where residents choose to live, work, and thrive.

### **About the Role**

The Director of Real Estate Development provides strategic and operational leadership for all real estate development activities at Famicos Foundation. Reporting to the Executive Director or Chief Operating Officer, this role oversees projects from concept through completion, including feasibility analysis, financing, construction, and compliance. The Director ensures that all development initiatives align with Famicos' mission, values, and community impact goals.

### **Key Responsibilities**

- Lead the planning, financing, construction oversight, and delivery of real estate development projects, including new construction, rehabilitation, and substantial repair of affordable housing, mixed-use developments, and community facilities.
- Develop and manage project budgets and timelines; create and maintain detailed financial pro formas.
- Identify, secure, and manage diverse funding sources, including Low-Income Housing Tax Credits (LIHTC), Historic Tax Credits, New Market Tax Credits, grants, and public and private loans.
- Identify and evaluate potential development sites; conduct feasibility analysis and oversee due diligence activities such as market studies, zoning reviews, and environmental assessments.
- Partner with internal teams and external stakeholders; including lenders, investors, architects, contractors, government agencies, and community partners to advance development projects.
- Ensure compliance with all applicable local, state, and federal regulations and funding requirements.

- Prepare and present project updates, financial summaries, and compliance reports for senior leadership, the Board of Directors, and funding agencies.
- Lead, mentor, and support development staff, fostering a collaborative, accountable, and high-performing team environment.
- Contribute to organizational strategic planning and develop a long-term real estate development pipeline aligned with community needs and organizational priorities.
- Complete special projects assigned by the Executive Director or COO.

### **Qualifications**

- Bachelor's degree in Business Administration, Urban Planning, Public Administration, Real Estate, or a related field; Master's degree preferred.
- Five to seven years of progressively responsible experience in real estate development, with demonstrated success in affordable housing or community development.
- Strong knowledge of real estate finance, including LIHTC and other public-sector subsidy programs.
- Proficiency in financial modeling tools and Microsoft Office Suite.
- Familiarity with local, state, and federal housing and development regulations; Cleveland market experience preferred.

### **Skills & Attributes**

- Strong project management and organizational skills with the ability to manage multiple projects and deadlines.
- Excellent communication, negotiation, and stakeholder engagement skills.
- Strategic thinker with strong problem-solving and decision-making abilities.
- Leadership presence with the ability to coach, mentor, and influence teams and partners.
- Mission-driven professional committed to community development, equity, and neighborhood revitalization.

### **Why Join Us?**

At Famicos Foundation, you'll join a team that values integrity, diversity, and measurable results. We are committed to empowering Cleveland residents through housing, development, and social services